



Robert Hebron, Ingram & Hebron Realty

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What was your greatest professional accomplishment in 2010? :

50,000 s/f of leasing transactions spread among six landlords, seven buildings and eight tenants, all within a ten block radius.

What was your most notable project, deal or transaction in 2010? :

Landlord representation of 12,000 s/f on ground level of the historic BellTel building in Downtown Brooklyn.

What predictions do you have for commercial real estate in 2011? :

Downtown Brooklyn is red hot. From the retail explosion on the Fulton Mall (Aeropostale, Filene's, Shake Shack, Panera Bread, Planet Fitness), the growing occupancy of the new condo and apartment towers and the mostly stable commercial tenant base of non-profits and court-related uses, there is much cause for optimism that commercial activity will continue to be very strong.

What are some of your New Year's Resolutions?

Getting away from my desk and actually seeing people face to face-I always learn something new when I walk the streets. Determining if all of the social media hype is really valuable in commercial real estate. So far, the answer is murky, trending towards "not." Commit (again) to stop using post-it notes for phone messages and task reminders and start using the expensive technology I own.

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